

Message Text

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E.O. 11652: N/A

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SUBJECT: MINING EQUIPMENT TRADE MISSION

BEWT FOR THOMPSON

1. EWTC DIRECTOR SPOKE WITH DR. VICTOR NOVOTNY, CHIEF FOREIGN RELATIONS DEPARTMENT OF CZECH FEDERAL MINISTRY OF METALLURGY AND HEAVY ENGINEERING, WHILE LATTER WAS IN VIENNA LAST WEEK TO ATTEND UNIDO CONFERENCE. DR. NOVOTNY SAID TECHNICAL LEVEL OF SOME PRESENTATIONS OF SUBJECT TRADE MISSION WERE DISAPPOINTING. CZECHS BELIEVE AMERICANS HAVE MOST ADVANCED MINING EQUIPMENT AND WANT TO BUY IT. EQUIPMENT EQUIVALENT TO MANY OF ITEMS DISCUSSED BY MEMBERS OF SUBJECT TRADE MISSION, HOWEVER, ALREADY IS MANUFACTURED BY CZECHS OR SOCIALIST NEIGHBORS.

2. COMMENT. WE HAVE HEARD SIMILAR COMMENTS FROM HUNGARIANS ABOUT OTHER TECHNICAL SEMINARS AND SUGGEST THAT BEWT TAKE THEM INTO ACCOUNT IN PLANNING FUTURE TRADE MISSIONS. OBVIOUSLY U.S. WANTS TO SELL TO USSR AND EE WHOLE LINES OF EQUIPMENT AND NOT JUST A FEW SELECTED ITEMS INCORPORATING MOST ADVANCED TECHNOLOGY. TO ACHIEVE THIS EWTC RECOMMENDS THAT PARTICIPANTS IN TECHNICAL SEMINARS AND TRADE MISSIONS EMPHASIZE SYSTEMS APPROACH AND TURN-KEY PROJECTS IN THEIR PRESENTATIONS. BUCHANAN

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